Balfour Beatty Saves $5M by Simplifying Project Collaboration

> " The benefits of Egnyte have touched our entire organization, from tremendous cost and time efficiencies, to creating a smarter workflow for multiple teams involved in a variety of complex projects.
>
> **—Thomas Volmer** | Director of IT, Balfour Beatty US

AT A GLANCE

$5M
single project
cost savings

2,500+
users

Challenge: Increasing complexity and costs

Balfour Beatty's business was growing, and so was its volume of digital files and the data within them. But the company's use of traditional file servers and reliance on email attachments for sharing documents created unnecessary complexity and drove up costs associated with hardware and software refreshes, VPN services, administrative overhead and printing.

A typical construction project involves hundreds of employees and produces tens of thousands of pages of documentation, construction drawings, and project specifications. These documents need to be shared internally and externally with teams of engineers, architects, designers and trade partners. File-versioning issues and miscommunication can lead to delays and rework; and manual content management threatens to extend closeout times and limit profits for the business.

As Balfour Beatty prepared to kick off an $800 million project to renovate two terminals at the Dallas Fort Worth International Airport (DFW), it sought a new way to manage content. Because the scope and scale of the project demanded digital collaboration among numerous teams, the company sought an electronic document management solution that could accelerate and simplify information sharing across teams, sites and devices.

Solution: Seamless access nationwide

Although it considered competitive solutions, Balfour Beatty decided to replace its locally managed file system with the Egnyte content-services platform. A key to the decision was the ability to implement Egnyte as a cloud-based platform augmented by on-premises servers, with no reliance on a VPN.

The Egnyte platform provided immediate value, saving more than **$5 million on the DFW project.**

Following successful pilots around the US, Balfour Beatty made Egnyte the standard for its more than 2,500 US vertical construction employees. The hybrid deployment model was ideal for an organization with a workforce with numerous offices and job sites. It allowed the entire company and hundreds of trade partners to access content in the cloud with highly available, on-premises performance.

> Balfour Beatty had tried other solutions before Egnyte... but without success. We can now confidently say we have a rock-solid digital documentation process with a smart collaboration solution from Egntye across our entire organization.
>
> —**Greg Dasher** | Director, Technology and Innovation, Balfour Beatty US

COMPANY

Balfour Beatty US is an industry-leading provider of general contracting, at-risk construction management and design-build services. It is the US subsidiary of London-based Balfour Beatty plc, a leading international infrastructure group with more than 100 years of experience. Balfour Beatty US specializes in complex vertical construction and infrastructure projects for the public and private sectors, delivering maximum value through continuous innovation, Lean building practices and leveraging the latest technologies.

LOCATION

US Headquarters: Dallas, Texas

18 US offices

INDUSTRY

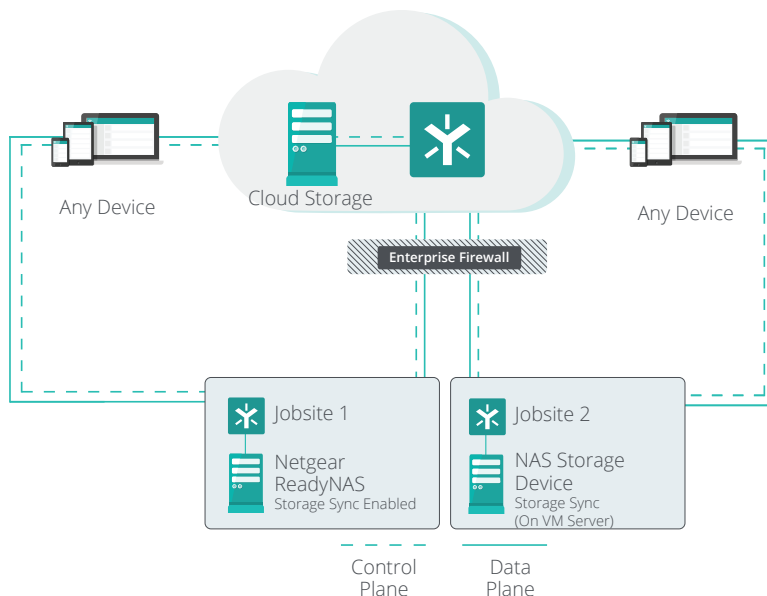Architecture, Engineering and Construction (AEC)

Results: Efficiency, security, savings

By getting out of the traditional backup game and reducing reliance on the VPN, Balfour Beatty has reduced costs, accelerated closeout times, and delivered faster time to value, all of which led to increased revenue and profit. The IT team no longer has to rely on local staff to maintain file servers and backups, but now achieves the same results with fewer people on a greater scale.

Specific improvements include:

Enormous cost savings and greater sustainability: For Balfour Beatty, the move to digital documentation translates to saving thousands of pounds of paper and millions of dollars in printing and travel costs. For the DFW project, this equated to a $5M cost savings.

Seamless collaboration: Customized dashboards enable all parties, at any location, to operate from a single pane of glass to keep work moving efficiently forward. The Egnyte solution works easily with documents from industry-specific applications like BlueBeam, GoodReader and PlanGrid.

| Any Device | Cloud Storage | Any Device |

Enterprise Firewall

Jobsite 1
Netgear ReadyNAS
Storage Sync Enabled

Jobsite 2
NAS Storage Device
Storage Sync (On VM Server)

Control Plane

Data Plane

CHALLENGES

- Enable digital documentation across all US operations to help manage entire lifecycle of complex projects and create better workflow

- Identify robust solution with permissions and administrative control

- Gain better access to content nationwide, with access locally and in the cloud

BENEFITS

- Egnyte's enterprise hybrid solution allows one structure for corporate content with seamless access for smarter collaboration

- Rock-solid digital documentation process rolled out across entire organization to thousands of users and external contributors

- Content is protected in multiple ways with flexible administration and permissions hierarchy, with insight into content residency

> **"** Egnyte is not only a content collaboration solution for Balfour Beatty, but it enables us to think out of the box and solve business problems for our clients as we discover new use cases every day. **"**
>
> **—Thomas Volmer** | Director of IT, Balfour Beatty US

Optimized performance: Taking advantage of the solution's hybrid architecture, Balfour Beatty deployed NAS devices to jobsites to enable fast, local access to large files like BIM and Computer-Aided Design (CAD) drawings, which previously created latency issues and impeded productivity.

Advanced control: Balfour Beatty uses Egnyte's granular permissioning model to delegate permissions to project owners, while keeping top-down control with IT. It's an efficient way to manage and protect content across hundreds of concurrent projects, thousands of people, and millions of documents.

EGNYTE

In a content critical age, Egnyte fuels business growth by enabling content-rich business processes, while also providing organizations with visibility and control over their content assets. Egnyte's cloud-native content services platform leverages the industry's leading content intelligence engine to deliver a simple, secure, and vendor-neutral foundation for managing enterprise content across business applications and storage repositories. More than 16,000 companies trust Egnyte to enhance employee productivity, automate data management, and reduce file-sharing cost and complexity. Investors include Google Ventures, Kleiner Perkins, Caufield & Byers, and Goldman Sachs. For more information, visit www.egnyte.com